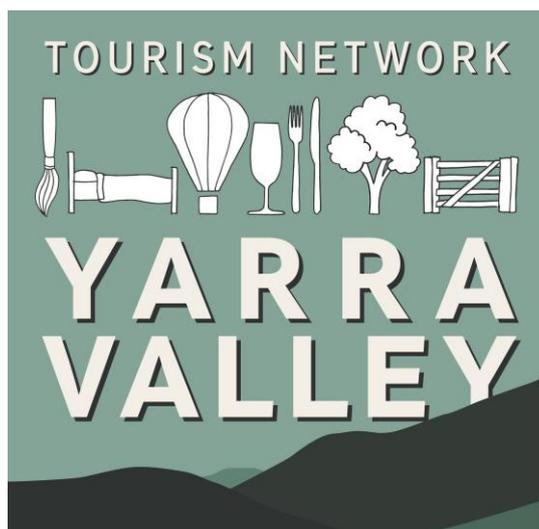


YARRA VALLEY REGIONAL TOURISM
ASSOCIATION INC.
TRADING AS
TOURISM NETWORK YARRA VALLEY

Incorporated Registration No. A0010217S
ABN 34 602 283 437



ANNUAL REPORT
2019 - 2020

PO BOX 353
HEALESVILLE VIC 3777

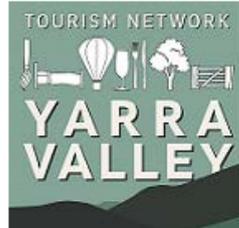
E: info@tourismnetworkyarravalley.com.au

Telephone: 0437 773 223

TABLE OF CONTENTS

- **COMMITTEE MEMBERS 2019/20**
- **AGENDA**
- **MINUTES OF PREVIOUS MEETING**
- **PRESIDENT'S REPORT**
- **TREASURER'S REPORT**
- **POSITIONS OPENED FOR 2020/21
COMMITTEE**
- **NOMINATION OF NEW COMMITTEE
MEMBERS**

**YARRA VALLEY REGIONAL TOURISM
ASSOCIATION INC.
TRADING AS
TOURISM NETWORK YARRA VALLEY**



**TOURISM NETWORK YARRA VALLEY
2019/20 COMMITTEE MEMBERS**

PRESIDENT:

Ed McGettigan

Ingleby Cottage

VICE PRESIDENT:

Glenda Noffke

Healesville Motor Inn

SECRETARY:

Caroline Brown

Healesville House

TREASURER:

Paul O'Neill

Yarra Valley Pet Resort

COMMITTEE MEMBERS

Cath Allan

Yarra Valley A2B

Prue Van de Linde

Alowyn Gardens

Rachel Hanson

Araluen Boutique Accommodation

Andrew Blount Greene

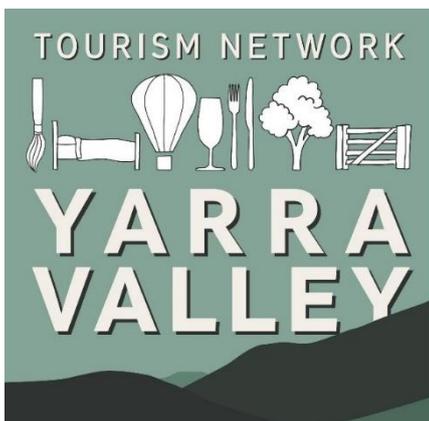
Stella Tours Yarra Valley

Rebecca Ritte

Kangaroo Ridge Retreat

Sara Lee

Hop It



YARRA VALLEY REGIONAL TOURISM ASSOCIATION INC
T/A TOURISM NETWORK YARRA VALLEY

INCORPORATION REGISTER NO A0010217S

ABN: 34 602 283 437

Email: info@tourismnetworkyarravalley.com.au

Tel: 0437 773 223

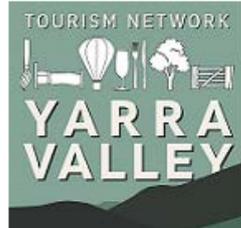
Address: PO Box 353 Healesville, 3777

**ANNUAL GENERAL MEETING 2019/20
MONDAY 30th NOVEMBER 2020 AT 7.00PM
VENUE: ZOOM MEETING ID: 88221036820**

AGENDA

- **WELCOME**
- **APOLOGIES**
- **MINUTES OF 2018/19 AGM**
- **PRESIDENTS REPORT**
- **TREASURERS REPORT**
- **2019/20 COMMITTEE STEPS DOWN**
- **ELECTION OF VACANT EXECUTIVE POSITIONS 2020/21**
- **ELECTION OF COMMITTEE MEMBERS 2020/21**

**YARRA VALLEY REGIONAL TOURISM
ASSOCIATION INC.
TRADING AS
TOURISM NETWORK YARRA VALLEY**



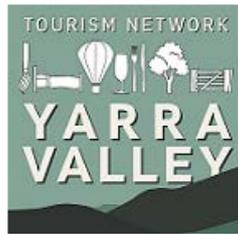
**ANNUAL GENERAL MEETING 2019/20
MONDAY 30th NOVEMBER 2020
VENUE: ZOOM MEETING ID: 88221036820**

AGM Commencing at 7.00pm

APOLOGIES:

ATTENDEES:

• MINUTES OF 2018/19 AGM



**ANNUAL GENERAL MEETING 2018/19
WEDNESDAY 27TH NOVEMBER 2019**

**VENUE: BOAT O'CRAIGO
458 MAROONDAH HIGHWAY, HEALESVILLE**

AGM Commenced at 6.45pm

APOLOGIES:

Reggie & Stuart Clark – Art at Linden Gate, Christine & Ken Adams – Marysville Holiday Park, Rosemary & Steve Short – Wide Horizons, Sue Forrester – The Burrow at Wombat Bend, Dale Feim – Dalcorp Accounting, Neroli Merridew – Yarra Valley Aviation, Wendy & John Pascoe – Emerswood House, Jenny Webb – Barry Plant Woori Yallock, Gae Petersen – Massage Valley & Ranges, Cleo Silva – Silva Coffee, Owen & Barb Smith – The Little House on the Hill, Megan Buntine – Country Cottages at South Cathedral Farm, Barbara & Lindsay Herbert – Hazelwood Cottage

ATTENDEES:

Caroline & Anthony Brown – Healesville House, Keith Darke & Christine Shiel – Graceburn Gardens, Joan & John Lloyd, Neil & Glenda Noffke - Healesville Motor Inn, Paul O'Neill & Julie Davison – Yarra Valley Pet Resort, George & Shirley Van Graas – Driven Indulgence, Prue & John Van de Linde – Alowyn Gardens, Andrew Blount Greene & Carolyn Hall – Stella Tours, Kerry & Peter Stanton – The Oaks Lilydale Accommodation, Rebecca & Simon Ritte – Kangaroo Ridge Retreat, Bruce Pollard – Myers Creek Cascades, Donna Paterson – Zoos Victoria, John Annison – The Gatehouse at Villa Raedward, Cath Allan & Donna Barling – Yarra Valley A2B, Kim Rycroft – Saladin Lodge, Heather Ebb & Colin Bright – Vine Chaser Tours, Louise Andrews – Skydive Yarra Valley, Roger Williamson – Yarra Valley Trading, Ralph Henderson – Yarra Gables, Yvette Stanley – Wild Wombat Winery Tours, Emma Beilharz – The Hight Tea Mistress, Craig Cooney & Min Gallagher – The Yarra Valley Touring Company, Lucy Hawkins – The Cabin, Margaret & Carl Rachele – Fig Leaf Cottage, Christine & Mark Veenhuizen – Brentwood Accommodation, Rachel Hanson – Araluen Boutique Accommodation, Dan Mathers – Bendigo Bank, Kelly-Anne Horne – Darklight Digital, Karina & Bob Beard – Harvest Farm, Dave Binns – High Street Homes, Jonathan & Sara Lee – Hop It, Jason Duff – Healesville Horticulture, Ed McGettigan – Ingleby Cottage, Hugo McCorkell – Innocent Bystander, Nicole & Steve Neil – Karma Kinglake, Craig Heskett & Michelle Shafran – Murphy's of Healesville, Robynne Mauger & Carol Taylor – Rainbow Celebrant Yarra Valley, Annemarie Manders – Warratina Lavender Farm, Cr Fiona McAllister – Yarra Ranges Council & James Gray

• MINUTES OF 2017/18 AGM

Move to accept 2017/18 AGM Minutes as an accurate record

Moved: Yvette Stanley
Second: Donna Barling
Motion Carried: Carried

• PRESIDENTS REPORT

Tourism Network Yarra Valley (TNYV) has enjoyed a very successful 2018-2019 financial year and as our AGM is held at the end of the year I would like to add, a very successful 2019. As you may already know I am not seeking re-election as President nor to the Committee, as after four years I feel it's time for some renewal, a very good thing in any organisation. So, I thought I might look back over those four years and make a few observations.

The Past

TNYV is the trading name of Yarra Valley Regional Tourism Association and had only just assumed the TNYV trading name when I was invited, shanghai'd might be a better word, onto the committee. In the aftermath of transferring the Visitors Centre and booking business to Yarra Ranges Tourism (YRT) morale was low, membership was low, and I believe it's fair to say TNYV didn't quite know what its role was or what it would become. At that point the organisation might well have wound up as in recent years have a number of local business organisations including the Healesville Chamber of Commerce.

Luckily for us a small group of dedicated members still recognised the value they had had from the organisation and did not want that lost to the wider and growing tourism community of the Yarra Valley. I would like to thank those committee members for their foresight and perseverance and in particular Christine Veenhuizen who took on the role of president at this low point.

A significant part of finding our way was the process of devising a three-year strategy plan which we undertook with funding from the Foundation for Rural and Regional Renewal. Thanks to Ross Stevens for locating this funding source. The review process and the resulting strategy plan helped us see our way clear of past activities and what had been and to focus clearly on our key goal of business to business connection, support and training with plenty of conviviality thrown in. Important for any member-based organisation is communication and the establishment of a Communications Sub-committee at the beginning of 2018 with Christine Shiel as Editor established a structure and regularity to our processes for sharing information with members. Although some of our high aims in the plan were not achieved that plan was a major turning point for TNYV and still informs our annual action plan.

The Present

Currently TNYV is on a significant positive trend with membership up, our finances in much better shape and participation by members in our events at an all-time high. Credit here is due foundations laid down as mentioned earlier and the excellent job done by our Secretary, Caroline Brown and Treasurer, Paul O'Neill.

This year we have held networking events at Innocent Bystander, Helen and Joey Estate, Black Spur Inn, Symphony 36, Fergusson Winery, and Alowyn Gardens. Attendance has been excellent and importantly, business connections were made.

Our conference at Yarra Valley Estate was a great success (thanks to the organising team) with the guest speakers very well received and offering ongoing support for our members businesses through the application of the ideas presented and follow up consultations and newsletters. Attendance at the conference was the best in recent years and with great support from the venue in managing us, the weather and lending us their manager to be our MC at short notice.

TNYV has also maintained its seat on the Board of YRT. This gives us direct input into the decision-making process at the next level of the industry, in its marketing and promotion and the use of the public funding it receives. There are five industry associations represented on the board with TNYV being the largest by membership. We are very fortunate to hold this position and I encourage all TNYV members who have any input for YRT to contact our committee.

Another aspect of our work is putting back into the community, and in this regard, we have supported Healesville High School in the training of students aspiring to work in the industry. The school used our \$1000 donation to provide barista training for their hospitality students, a program that could not have been undertaken without our support. So, if your next Yarra Valley coffee is made by some bright young new entrant to the business you may well have helped them get that job. Quality service by a well-trained work force is vital for our industry.

As you may recall our networking event at Alowyn Gardens was also a fundraiser for HICCI and from that we were able to hand over a \$1000 contribution to the great work they do supporting the Yarra Valley Community.

The Future

The future looks bright for TNYV and the Yarra Valley tourism industry. There are some economic concerns, granted, and some uncertainty around the State Government review of regional tourism but the trend of growth and investment in tourism in the region gives me great confidence that we can continue to grow and prosper.

I leave the committee happy that TNYV has moved positively with the growing industry and confident our new committee will take us onward and upward.

I have entered dangerous territory in this report by thanking people by name, the danger is in leaving others out so may I say to all committee and executive members I have worked with thank you on my own behalf and also that of all members for the time and effort you have given to the organisation, thank you.

I'll see you all at Pub Night in 2020.

Keith Darke
President

• **TREASURERS REPORT**

Attached are financial reports for the years 2017/18, 2018/19 and 2019/20 Year to Date (YTD). Due to the accounts covering the financial year, it is difficult to compare costs for different activities between years, as most of the organisation's activities are in the middle part of the year e.g. TNYV Conference. However, the committee has been very conscious of ensuring members funds are expended appropriately.

Although the YTD accounts show a profit of only \$1500, if income and expenses from last year's accounts are apportioned appropriately, the profit is approximately \$4,000. Plus, this year we incurred a one-off expense on the implementation of a new web site at a cost of \$2,250, which was a good investment for the future. This was at a considerable discount thanks to Kelly-Anne from Darklight Laser.

Membership fees for this year are currently \$8780 compared to \$6211 for the whole of the previous financial year.

This year's Conference cost \$519 compared to \$4,300 in 2018. As well, the committee is looking to improve on the Conference in 2020 from the lessons learnt this year. The secret to success though, is the right topics and the right speakers. If anybody has any ideas or suggestions, please talk to any member of the committee.

The fundraising event for HICCI at Alowyn Gardens in October raised \$800 and the committee decided to round this off to \$1,000 for the donation to HICCI's Xmas Toy Fund. We appreciate sincerely the efforts of Prue and John for hosting this event, which involved considerable work on their part.

Other expenditure included subsidy of the networking events, a small subsidy to this year's AGM and \$1,000 donated to Healesville High School for Barista training.

It could be worthwhile for the future committee to look at changing the financial year to operate from 1st November to 31st October, with the AGM continuing to be held in November. This would make the committee more financially accountable for their activities during their year.

Membership fees will remain at \$85 per business membership and \$15 community membership. Recommended by outgoing committee.

Paul O'Neill
Treasurer

Move to accept 2018/19 Treasurers report as an accurate record

Moved: Paul O'Neill
Second: Roger Williamson
Motion Carried: Carried

- **2018/19 COMMITTEE STEPS DOWN**

In accordance with the rules all committee positions were declared vacant.

Keith Darke chaired the meeting until new members were elected.

- **ELECTION OF VACANT EXECUTIVE POSITIONS 2019/20**

Nominations for Executive Committee 2019/20

President – Ed McGettigan
Vice President – Glenda Noffke
Secretary – Caroline Brown
Treasurer – Paul O'Neill

There being only one nomination for each position the nominated members were declared elected.

- **ELECTION OF COMMITTEE MEMBERS**

Move that there be 6 general members of the committee.

Moved: George Van Graas
Seconded: Ed McGettigan
Motion Carried: Carried

Nominations received for General Committee 2019/20

Andrew Blount Greene, Prue Van de Linde, Cath Allan, Rebecca Ritte, Rachel Hanson, Emma Beilharz, Sara Lee, Yvette Stanley & Craig Cooney

In accordance with the rules, a ballot was held to determine the 6 general members of the committee. Members present voted for their 6 preferences. The 6th position was tied with equal number of votes. One nominee elected to withdraw their nomination.

The nominated members declared elected are: Cath Allan, Rebecca Ritte, Rachel Hanson, Prue Van de Linde, Andrew Blount Greene & Sara Lee

- **PRESENTATION OF THE TOURISM NETWORK YARRA VALLEY AWARD**

The TNYV award was present by Keith Darke to the recipient **Roger Williamson – Yarra Valley Trading**

Keith Darke, Joan Lloyd, George Van Graas & Kerry Stanton were presented with plants as a thank you for all their time, effort & contributions to the TNYV during their time on the committee.

Meeting concluded at 8.08pm.

• PRESIDENTS REPORT

What a tough year this has been! This time last year and for some months into the New Year, South Eastern Australia was suffering the effects of the widespread bushfires. Whilst we were fortunate in the Yarra Valley to have escaped the bushfires, many of our businesses did feel the effects of reduced tourism numbers, from both a domestic and an international perspective. However, for the last 7 months, we have all suffered significant impact from the COVID-19 pandemic, either through the negative impact on our businesses or on our families, and our interactions with our communities. I am sure that we all rapidly grew tired of hearing of the word “unprecedented”, but I do like the increasing frequency with which I am now hearing the word “resilience” being used! We have all been through hard times - the pandemic has had a heavy toll, business-wise and personally, particularly in Victoria. However, day by day, I can observe the resilience we have developed and are now demonstrating as we emerge from lockdown. I am hopeful that we can look forward to a much better year ahead.

Prior to experiencing the effects of the pandemic, we did manage to squeeze in two face-to-face networking events: an evening event followed by dinner at Innocent Bystander in January and a breakfast event at a wonderful setting at the Yarrowood Estate Winery. We did have many more planned, which hopefully will be realised next year. We have also held several virtual networking events via Zoom (thank you to Sara Lee for facilitating these), culminating in our Virtual Wine & Cheese night in October. From a community perspective, we have continued our relationship with Healesville High School, in confirming a \$1000 grant to assist in Barista training for VCAL students intending to follow a tourism-related occupation.

At last year's AGM, the retiring President, Keith Darke, reported on a positive trend in the growth in membership numbers – I am pleased to say that this has continued throughout 2020, in spite of the pandemic. We have been steadily adding to our membership numbers month by month, resulting in the total number of members rising to 133. I would like to thank those renewing their membership for sticking with us through these challenging times. For those new members whom we have acquired during the past 12 months, I am sure that the new committee will do their very best to ensure that you find your membership over the next 12 months both fruitful and enjoyable. In addition to growing our membership numbers, it is also worth noting that we have witnessed an increase in the diversity of businesses within TNYV. 5 years ago, our membership was predominantly drawn from the accommodation sector (in the region of 70%), whereas that fraction has now fallen to 36%. Tours & Services, Wineries/Brewing now represent 35% of our membership. These statistics are most encouraging and provide evidence of a maturing organisation, which actively engages with the wider Tourism business community in the Yarra Valley. This diversity can only make us stronger and provide even greater networking opportunities for our membership. I firmly believe that the format that we have adopted for our networking events has been the single most important factor behind the growth of our organisation since I joined nearly 6 years ago. I would hope that the new committee continue with the programme of networking events throughout the year ahead.

In conclusion, I would like to thank this year's committee for maintaining their enthusiasm in spite of everything. Particular thanks are due to: our Secretary, Caroline Brown, for being the glue that keeps this organisation together; Treasurer, Paul O'Neill, who managed to keep us financially solvent; Glenda Noffke, supported by Andrew Blount Greene, for representing TNYV on the Board of Yarra Ranges Tourism (YRT). To the remainder of the committee, thank you for your many contributions and for simply being

there! I would like to send my best wishes to all our members and their families for a joyous Christmas and a successful 2021.

Ed McGettigan
President

• **TREASURERS REPORT**

Attached is the financial report for 2019/20 compared to 2018/19.

Obviously COVID restrictions have had a significant impact on last years results and even more so for the current 2020/21 financial year. The committee decided not to seek membership fees for this year but the new committee may need to review this or start charging for Networking Events when they recommence.

Some specific results where:	2019/20 Year	2018/19 Year
Membership fees	\$9,647	\$8,615
Conference	-\$519	-\$4,300
AGM	-\$1,144	-\$2,736

Thanks to the Conference committee for all their work in ensuring the overall cost was reduced considerably. Likewise, the committee decided to reduce expenditure on the AGM which did not detract from a successful night.

We also converted a Networking event at Alowyn Gardens into a fundraiser for HICCI's Xmas Toy Project. We made a profit of \$663, which the committee decided to round up to \$1,000. We also continued the previous practice of donating \$1,000 to Healesville High School to assist with Barista training.

We spent \$2,250 on implementing a new web site and a further \$540 on maintenance. It was a good investment, as the previous site was in need of urgent attention. Thanks to Kelly- Anne of Dark Light laser for the design and development work. Also, to Caroline, who provided all the info and checking of the final design. Thanks to both.

The report does show a loss of \$3,408 for the year as opposed to a loss of \$364 for 2018/19.

However, if the \$2250 one off investment is considered and that \$2,404 in membership fees were included in 2018/19, then you could argue the operations for the year was a profit of \$1,200.

This financial year's figures are not very significant due to COVID and the only expenditures have been for ongoing administrative purposes and covering the discounted cost of the wine & cheese packs for our virtual gathering in October. We currently have \$3,400 in the Bank.

Paul O'Neill
Treasurer

Balance Sheet

Tourism Network Yarra Valley
PO Box 353 , Healesville Vic 3777 , Australia

Accrual mode
30 Jun 2020
ABN: 34602283437
Generated 18 Nov 2020

		Total
Asset		
Banking		
1-1100	Bendigo Bank - YVTN	4,947.05
Total Banking		4,947.05
Current Assets		
Total Current Assets		0.00
Fixed Assets		
1-2400	Office equipment & computers	527.88
Total Fixed Assets		527.88
Total Asset		5,474.93
Liability		
Credit Card		
Total Credit Card		0.00
Current Liabilities		
Total Current Liabilities		0.00
Long Term Liabilities		
Total Long Term Liabilities		0.00
Total Liability		0.00
Net Assets		5,474.93
Equity		
Current Earnings		
3-1800	Current year earnings	-3,492.89
Total Current Earnings		-3,492.89
Retained Earnings		
3-1600	Retained earnings	-23,901.71
Total Retained Earnings		-23,901.71
3-9999	Historical balancing	32,869.53
Total Equity		5,474.93

Profit and loss

Tourism Network Yarra Valley
PO Box 353 , Healesville Vic 3777 , Australia

Cash mode
01 Jul 2019 - 30 Jun 2020
ABN: 34602283437
Generated 16 Nov 2020

		Total
Income		
4-1201	2019-20 Memberships	7,243.38
4-1351	2019 TNYV Conf - Registration Fees	3,972.46
4-1352	2019 TNYV Conf - Sponsorship	1,700.00
4-1353	HICCI Fundraiser	835.00
4-1354	2019 AGM & Christmas Dinner	1,640.15
Total Income		15,390.99
Less Cost of Sales		
Total Cost of Sales		0.00
Gross Profit		15,390.99
Less Expense		
6-1002	Networking Events	1,013.50
6-1005	Committee activities	1,272.83
6-1006	2019 TNYV Conf - Venue & Catering	3,300.00
6-1007	2019 TNYV Conf - Speaker Costs	1,276.00
6-1008	2019 TNYV Conf - Advertising	820.85
6-1009	2019 TNYV Conf - Mktg Support & Admin	402.50
6-1011	HICCI Fundraiser	172.18
6-1012	HICCI - Donation	1,000.00
6-1013	2019 AGM & Christmas Function	2,783.50
6-1050	Bookkeeping	576.00
6-1150	My Guest List Charges	1,309.32
6-1400	Bank charges	25.20
6-1500	Donations	1,000.00
6-2600	Insurance	819.00
6-3610	Computer supplies and software	99.00
6-4000	Postage & courier	139.00
6-6450	Web Management	2,790.00
Total Expense		18,798.88
Operating Profit		-3,407.89